

# Vance High School Band

## Fruit Sale

September 18 – October 2, 2009

We are once again selling citrus from **Florida Indian River Groves** which has delivered consistently high quality fruit for years. This is good stuff.

- Our “order is harvested and packed on the very same day that it’s scheduled to be shipped.” You can’t beat that for fresh.
- Unlike many fund-raising products, the fruit is a great product at a reasonable price.

**Expected delivery: The second week of December.** If we sell enough to fill a whole semi, we can pick the date; otherwise, we’ll get more specific information when we place our order.

### Pricing

Some prices are up a \$1 or so this year, mostly because of increased labor costs. The small box of tangelos is actually down by \$1.

Variety (Weights are approximate.)	Price
Navel Orange, 2/5 bushel, 20 lb.	\$22.00
Navel Orange, 4/5 bushel, 40 lb.	\$33.00
Red Grapefruit, 2/5 bushel, 20 lb.	\$22.00
Red Grapefruit, 4/5 bushel, 40 lb.	\$33.00
Navel and Grapefruit Mixed, 2/5 bushel, 20 lb.	\$25.00
Navel and Grapefruit Mixed, 4/5 bushel, 40 lb.	\$35.00
Florida Tangelo, 2/5 bushel, 20 lb.	\$22.00
Florida Tangelo, 4/5 bushel, 40 lb.	\$33.00
Grapefruit, Oranges, or Mix, Shipped, 10 lb. <b>Web Only</b>	\$28.00

Our profit margin is highest on the Grapefruit and lowest on the Tangelos.<sup>1</sup> Make the sale either way, but if someone can’t decide between the two, suggest Grapefruit.

### Participation

- Each VHS Band Student is expected to sell at least 10 units of fruit. A *unit* is one 2/5-bushel box. The 4/5-bushel boxes count as two units. The online 10-lb. gift boxes each count as one half unit. This sales expectation is already factored into your band fees, so if you cannot or do not sell 10 units, you will owe additional band fees. For example, if you sell only 4 units, you will owe \$60 beyond whatever your current balance is.
- The profit margin is approximately 50% of the cost. If you sell more than 10 units, 50% of that profit—about 25% of the total sale price—will apply directly to your student account. The bottom line is that the more you sell, the better it is both for you as an individual and for the whole band.

<sup>1</sup> Actually it’s lowest on the shipped fruit because most of the price applies to shipping charges.

# Instructions

1. On the front of your envelope, neatly and legibly, **in ink**, fill in the following information:

- **Organization:** *Vance High School Band*
- **Member:** Your name
- **Phone Number:** Your phone number and mine: 704-900-1920
- **At the bottom, labeled:** Our **Organization ID** for fruitorder.com: 957717

If you don't have a phone number that will get answered, only put mine. This is so that if your envelope gets misplaced, we've got some chance of recovering the money and checks for which **you are responsible**.

2. On the front of your sales flyer, neatly and legibly, **in ink**, write the prices above into the boxes on the sheet:

2/5 bushel Oranges: \$22	2/5 bushel Grapefruit: \$22
4/5 bushel Oranges: \$33	4/5 bushel Grapefruit: \$33
2/5 bushel Mixed: \$25	2/5 bushel Tangelos: \$22
4/5 bushel Mixed: \$35	4/5 bushel Tangelos: \$33

3. On the back of your sales flyer, neatly and legibly, **in ink**, fill in the information from step 1 above. It's not as important to put my phone number on this sheet if you have a number that works. If you don't, use mine.
4. Sell Fruit!
5. Record your orders on the back of your sales flyer. We have extra order forms and sales flyers if you need them. Put your name on any of them that you use. Neatly and legibly. In ink.
6. Collect money. Orders must be paid for in advance. Unpaid orders will not be placed. Unpaid orders will not receive unit credit. We get a discount for prepayment, and we can't prepay if we haven't collected. Checks are preferred over cash, and remember that you are responsible for all monies collected until they have been turned in to the Boosters. We are also accepting credit card payments this year. See 7 below.
7. Credit Card and Web Sales. We can now accept credit card payments at [www.fruitorder.com](http://www.fruitorder.com). The Organization ID is 957717. I must have your name and a valid email address to set you up to get credit through the web.
8. Return to step 4.
9. There will be opportunities to turn in money and orders during the duration of the sale. Every school day if we can arrange it. All orders and money are due Friday, October 2.
- 10. Orders will not be accepted without all associated monies. Monies will not be accepted without an associated order.** In other words, turn your stuff in together or hold onto it until you can. If you don't turn it in by the deadline, it doesn't count and won't get ordered.

## Contact / Questions / Issues

Fritz Knack  
fruit@vanceband.org  
(704) 900-1920

Email is preferred. And that is my personal phone number, so please be considerate with times of day, etc. if you need to call me.